

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

RJR Account #611800
Mr. J. Beaver
STANDARD ROSENBAUM

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear Joe:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

DORAL B4G1F BRAND STYLES	UPC Code	#/ (6M) Cases
Light King	12300-25291	<u>9</u>
Light 100	12300-25292	<u>9</u>
FF 100	12300-25293	<u>9</u>
Lt Men 100	12300-25294	<u>9</u>
Ult Lt 100	12300-25295	<u>9</u>
Box 100	12300-25296	<u>9</u>
Lt Box 100	12300-25297	<u>9</u>

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 18, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT \$ Amount: **\$13,816.38**

PARTNERS 'BONUS' REPORTING DESCRIPTION

'DOR JUN B8G2F'

51854 9064

PROMOTION DESCRIPTION:

******* NO PACKING IS REQUIRED *******

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each promoted 6M case for all product packed and shipped to retail on a timely basis. This equates to \$226.80 (63 (6M) case(s) @ \$3.60). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: R. Tanchyk
L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB8JUN.DOC

51854 9065

DIRECT ACCOUNT RETAIL CUSTOMER LIST**PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE****RETAIL DISTRIBUTION DATE: 6/8/98****** NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.****7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100**

7 STYLES

S/REP	R/REP	RJR#	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	VAP SIS#	VAP NAME	VAP SPL#	# CARTONS PER STYLE	
162304	162321	175520	VITA-MART	62 MILTON AVE	BALLSTON SPA	NY	CS	611800	STANDARD-ROSENBAU	15966	30	
162304	162321	500871	VITA MART	114 PARK AVE	MECHANICVILLE	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162321	569160	SCHANZ'S DISC BEVERG	3RD AVENUE & 4TH ST	WATERVLIET	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162321	596446	SANTOSH K. RAIZADA	4 FIRE RD	CLIFTON PARK	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162321	762959	THRUWAY BEVERAGE II	1184 STATE ROUTE 29	GREENWICH	NY	LQ	611800	STANDARD-ROSENBAU		30	
162304	162322	571952	LATHAM BEVERAGE CTR	601 NEW LOUDON ROAD	LATHAM	NY	CS	611800	STANDARD-ROSENBAU		30	
162304	162324	571951	COLONIE STAR BEVERGE	1823 CENTRAL AVE	ALBANY	NY	CS	611800	STANDARD-ROSENBAU		30	
162306	162325	583069	BEVERAGE MART	79 MAIN AVE	WYNANTSKILL	NY	CS	611800	STANDARD-ROSENBAU		30	
162306	162326	563785	THRUWAY BEVERAGE	1621 COLUMBIA TPKE	CASTLETON ON	NY	CS	611800	STANDARD-ROSENBAU		30	
611800 Total											9	CASE(S) PER STYLE

9906 45815